History of the

SWEET WINE INDUSTRY
OF THE
UNITED STATES

— 1913 —

C O N T E N T S

HISTORY OF THE SWEET WINE INDUSTRY OF THE UNITED STATES

WITH STATISTICS

PRESENTED AND ENDORSED BY

.....

COMPILED JULY 1, 1913 by

GRAPE GROWERS' ASSOCIATION OF CALIFORNIA

AMERICAN WINE GROWERS' ASSOCIATION

N O T I C E

MR. CULLMAN:

In our statements of statistics, please fill in the figures for the missing years. Judge Hough can get these figures for you probably quicker than anybody else.

We also intend that you should add to this document a letter from Professor George Husman and also letters from grape growers and wine makers of New York, New Jersey and Virginia.

We suggest that you and Mr. Kittredge consider adding another letter signed by the delegation of California, New York and New Jersey winemen indicating their approval of the Underhill Pure Wine Bill HR 4982 and the Pomace Wine Bill HR 4233.

Judge Hough will also give you the tariff on wines in other countries and the laws relating to brandy used in fortifying.

Judge R. Hough---Southern Building, Washington, D. C.

UNIVERSITY OF SANTA CLARA
Santa Clara,
California.

June 30, 1913

To the Grapegrowers Association of Calif.,
San Francisco, Calif.

Gentlemen:

To contribute my share towards the saving of our California wine industry from the ruinous tax on sweet wine which now threatens us I am sending you an article written by Charles B. Turrill, Archivist of the University of Santa Clara on the Franciscan Missions and California Wine Industry. These pages are but a part of a longer article by the same author on grape growing and wine making in California.

With best wishes, I remain

Sincerely yours,

(SIGNED) John J. Lahirty.
Sec'y & Treas.

THE FRANCISCAN MISSIONS AND THE CALIFORNIA WINE INDUSTRY

The first successful cultivation of the grape in America was in that section now known as the State of California. While it is true that attempts at the grape growing and wine making were made in Virginia, Florida and Pennsylvania as early as 1620 and continuing for nearly a hundred years, these in every instance proved absolute failures and all attempts to introduce the European varieties of wine grapes were abandoned.

The first successful cultivation of the grape in California was undertaken by the Franciscan Fathers at their various Mission establishments shortly after each was founded. So closely connected is the idea of viticulture in California with the work of these good Fathers that the grape they raised and which continues to thrive in California has received the name of the mission grape. It is a true member of the family Vitis Vinifera, the European wine grape and is in no manner related to the varieties of grape native to America from which all the wine produced at the present time outside of California are made.

There is but one recorded instance of the introduction into California of any other European grape. In the latter thirties Don Louis Vigne a Frenchman who had settled near Los Angeles successfully cultivated a number of varieties of wine grapes which he imported from France.

In 1792 the English explorer Vancouver visited the Mission of Santa Clara,-here he noted the growth of grape vines which he described as not thriving. This condition he said, "is ascribed to a want of knowledge in their culture". When we consider the specific knowledge required in grape culture we need not wonder that the good Fathers, who were teaching the Indians to spin and weave, to cure leather, to make soap, to make bricks, to dress stones and to do many varied necessary things might possibly be deficient in some

knowledge, grape growing for instance. At other Missions the vineyards gave a better account of themselves owing to different soil conditions or more knowledge on the part of the Fathers stationer there. It is a fact that the soil surrounding the location where the Mission of Santa Clara was situated at the time of Vancouver's visit is not well adapted to the growth of grapes while that surrounding the later establishment was proven perfectly satisfactory.

The many and strenuous duties devolving on the Friars at the several Missions precluded their making any but the most meagre records of much of their work. To this we must attribute the paucity of statistical information or even the material for it on the subject of grape growing, and wine and brandy making at the Mission.

As showing that the manner of making wine was not a matter of experiment only with the Padres but was engaged in with care and understanding by at least a part of the Clergy it is only necessary to quote from a letter written by Fr. Duran, the Father President of the California Missions to Governor Figueroa, June 17, 1833. Some four months previous the Reverend Father had removed from the Mission San Jose to San Gabriel. He says:

"I have received your petition asking me about the manner of making Claret, Brandy, etc., which I am now thinking of manufacturing at Santa Barbara. There I expect to have more time and quiet than I enjoy in this Babylon, San Gabriel, where for want of a retired room I hardly find sufficient privacy to say my prayers.

I have to remark in reply that I can say but little or nothing about the Muscatel, because there is none at Mission San Jose; nor do I know it. The wine of San Luis Rey in my opinion is not the best, nor the best suited to place before a friend. I think there are only two kinds; the red and the white wine. The latter, which is used for Altar purposes, is rather unpleasant, because it has no sweetness whatever, but is

very dry.

"The best wines which I have found in the various Missions are those of San Gabriel. There are two kinds of red wins. One is dry but very good for the table; the other is sweet, resembling the juice pressed from Blackberries, and so rather unpleasant. There are also two kinds of white wine. One of them is from pure grapes without fermenting, I mean from pure grape juice without fermenting it with the skins of the pressed grapes. This produces the white wine. The other is the same juice fermented with a quantity of grape brandy. These two make a delicious drink for the desert. The wine from the pure grape juice is for the Altar; the other for any use whatever."

This letter will convince practical wine makers that the writer was familiar with wines, wine making and the use of brandy, made from his grapes, for fortifying his sweet wines. This was eighty years ago and long previous to any other systematic wine making in America. At that period the industry which had been begun some sixty years before had passed through all experimental stages and was conducted practically by the same methods which previail today. Continuing from that time wine making has been a yearly occupation in California.

While not directly connected with wine making at the Missions it is not inappropriate to recall the labors of Vigne, near Los Angeles, who has been mentioned above. This Frenchman came to California in 1831. After landing at Monterey from the bark "Louisa" he proceeded to San Pedro and thence to Los Angeles. Seeing the work of the Padres at the Mission of San Gabriel near there with the mission grape, and being familiar with culture conditions in France, Vigne sent there for cuttings of grape vines of different varieties. These he caused to be packed with especial care and sent to Boston whence they were brought hither by the "Boston Traders". In 1833 Vigne, then about 55 years old, said to a friend of 18, "I only regret that

I am not of your age. With my knowledge of vine and orange cultivation and the soil and climate of California, I foresee that these two are to have a great future; that is just the place to grow them to perfection." Nine years later he showed the same young friend his cellar stored with different vintages, gave him a sample of each, and told him he had written home to France representing to his friends California's advantages as a wine producing section and had induced several to come out, settle around him and engage in the same pursuit. Vigne then predicted that "California would rival "La belle France" in wine producing of all varieties, not only in quantity, but in quality.

In 1842, Vigne was manufacturing "Aguardiente" in considerable quantities. Other wine makers were doing the same. "This liquor was considered by all settlers as a superior article when three or four years old. Beyond that, it still further improved in quality, being of a finer flavor entirely pure and was regarded as a wholesome drink. It was made from the old mission grapes. When first produced it was clear and colorless, like gine or alcohol but gradually assumed a slight tint with age, and when six, eight or ten years old, became a fine amber color, and was then a rich, oily liquor, very palatable". So, more than seventy years ago the mission grapes were made into brandy in California. At that time brandy was an important article of export from France and no vessel left those shores with trading cargo but included French brandy and French wine.

It is an interesting historical fact that when Commodore Jones visited Los Angeles to apologize to Governor Micheltorena for his attempt to take possession of California ahead of time and was so successful in that performance that the Governor gave him and his officers a banquet. Vigne's wines were served. That Frenchman presented the American Commordore with several barels of his choicest vintages, part of which he requested be delivered to the President of the United States, thus some years before California became a part of the Union the general

government was informed of its viticultural resources.

The impetuous tramp of the gold seekers, from all parts of the world, that followed Marshall's discovery of gold, well nigh obliterated all xix vestiges of established industrial developments in California. With Anglo-Saxon disregard of the rights of others, who received them cordially and hospitably, they proceeded "to make themselves at home". They were citizens of the United States or might become such by naturalization. The United States had acquired California. As a natural sequence, in their minds, everything in California must belong to themselves. The rights of land derived from Spain and Mexico were not valid against their desires. The accomplishments of earlier colonists were not their accomplishments and hence were not accomplishments at all. When it came to the cultivation of the soil they cared not to profit by experience gained through more than a century of industrial endeavor introduced and promoted by the Franciscan Fathers. With the bigotry of ignorance these newcomers debated and argued California's worthlessness as an agricultural section. Tramping over Sutters growing grainfields they asserted that grain would not grow in California. Appropriating and overrunning the orchards and vineyards of Santa Clara and other Missions, feeding their animals on the growing fruit trees and grape vines they debated with doubt the possibilities of fruit and vine culture in the State. The descent of the Goths and Vandals on Ancient Rome was echoed in California.

Had these early experimenters cared to investigate the work done at and around the old missions, even in their then dilapidated conditions resulting through political intrigue in Mexico, they would have been saved much preliminary work and many fruitless years of experiment. Fortunately there was so much territory involved in the new acquisition they were within its areas, outside the oriferous belt, where the work originated by the Padres was continuously prosecuted.

So established had grape growing and wine making become in California under the Mexican rule Governor Pio Rico found it necessary on September 6, 1834 to promulgate ~~ism~~ laws to protect vineyardists from the pilfering of dishonest servants and others and to regulate the manufacture of wines and brandy.

Thus we see that the making of wine is the oldest industry in California. In this State the true wine made from the grapes of European stock has been continuously prosecuted ever since the days of the Spanish ownership. When the last governor of Alta California, under the Spanish rule was inaugurated in 1816 at Monterey the wines made at the Mission of San Fernando were drunk in the toast to the Kind of Spain. When the Russian, Langsdorff visited the Mission of San Jose in May 1806 he records, "Some vineyards have been planted within a few years which yield excellent wine, sweet and resembling Malaga." Also throughout the period of Mexican supremacy the industry was vigorously prosecurted. In 1824 at the Infant Mission of San Francisco Solano, at Sonoma, vineyards containing between one and three thousand vines were in thrifty condition. ~~Within~~ Within a short distance from these old vineyards, today, is one of the largest vineyards in California. It was from Sonoma, 1861, after the American occupation, that Colonel A. Haraszthy was sent to Europe by the State of California to select and import grape vines for cultivation in this State.

The Fathers of the Order of St. Francis, it will thus be seen were not only the ones to introduce the European wine into California and first engage in making wine and brandy, but each great step in the development of the viticultural and vinicultural industries has been taken from the shadow of the crumbling walls of the missions they founded. Today the olive trees and grape vines they planted are still thriving at the University of Santa Clara where the Fathers of the Society of Jesus who succeeded the Franciscans at this Mission continue to be producers of large quantities of dry and sweet wines

for sacrificial purposes.

In this article the writer has called attention to the gradual and steady development of the wine making industry in California. All the wine made from grapes of European stock which competes in the markets of the world with European wine is that which is made in California. This means that California is the only section on the American Continent to produce wine of the quality and in a quantity to compete with foreign manufacture.

The great importance of this industry to the American nation is clearly set forth in the following table which includes only that class of wines known as sweet wines. The so called sweet wines of the Atlantic seaboard, which do not compete in the markets of the world on account of their distinctive flavors, resulting from the character of grapes employed (the American variety and their hybred descendants which belong to an entirely different species of Vitis from the genuine European wine grapes) are the ones covered by the statistics of the other states.

Production, in Gallons, of Sweet Wines in the United States.

	Port	Sherry	All other sweet wines
New York	216,563	5,420	326,223
New Jersey	1,768	.....	1,884
North Carolina	.....	.....	53,116
California	9,502,391	7,904,955	5,084,426

These figures are from the reports of the statistitian of the California State Board of Agriculture. Only the sweet wines are considered at this time for the simple reason that a measure before Congress relating to changes in regulation regarding a tax on grape brandy used in fortifying sweet wine is under consideration.

These figures show that all the states exclusive of California in 1911 produced 603,004 gallons of sweet wine as against 22,491,772 gallons produced in California. In other words the vineyards of California yielded thirty-seven and

one sixth times the quantity of sweet wines of all classes produced elsewhere in the United States.

In 1840 the United States produced (California not being included, being Mexican territory at the time the census was taken) 124,734 gallons of wine, by the census of 1850 the figures are 221,249 gallons, in which amount California is credited with 58,055 gallons or nearly one-quarter, since that time the proportioned ratio has been reversed and California produced the bulk of the fifty million gallons of wine from the United States in 1911.

It has been shown that wine making is one of the oldest industries in the country and that it was first successfully prosecuted in California and in this State has been continuously an industry for more than one hundred and forty years. California wine making is nearly as old as the United States

CHARLES B. TURRILL, ARCHIVIST
University of Santa Clara.

In 1859, Colonel Haraszthy wrote a comprehensive and interesting article on vine cultivations and wine making, which was given wide circulation by the State Agricultural society, and did much to encourage and promote the wine industry.

In 1861, as a member of the Commission on Viticulture appointed by the legislature, Colonel Haraszthy visited the famous wine districts of Europe and purchased 100,000 vines, embrasing about 1,400 different varieties, which were propagated at Sonoma. Cuttings from these vines were distributed among the growers in different parts of the State. From that time the manufacture of wine in California has had a continuous and marvelous growth, interrupted only by the depreciation of prices in certain years.

Between 1870 and 1875, there was a great increase in the acreage of vineyards. This caused an overproduction of wine, which was followed by ruinous depreciation in prices. Many vineyards were uprooted, and the land devoted to other uses. In 1870, there were 139 wineries; in 1880, the number had fallen to 45. The large vineyardists, however, continued to improve their properties, and in 1879, as a result of the growing demand for California wines, consumption had overtaken production,and prices advanced. Since 1880, the progress of wine manufacture had been continuous.

In April, 1906, more than one-half of the wine stored in the State of California was destroyed and lost in the great earthquake. Owing to this, the prices of wines advanced for the next succeeding three years and under the advanced prices, high prices were naturally paid for grapes, causing a great planting, more especially in the sweet wine districts. The period of this great grape planting extended from 1906 and ended in 1909, when these grapes first began coming into bearing. The climax of this great grape production was reached in 1911, which is indicated in the table showing the production of sweet wines, reaching the maximum in California of 23,000,000 gallons.

This great surplus naturally caused a great decrease in prices, which prevailed for the next few years. In fact, it was not until the early months of the present year that the surplus was again within the financial abilities of the wineries to store and hold for ageing. Thus, we have at the present time a wine business of California having just emerged from a period of depression on a firm footing and with nothing but a prosperous future ahead of them, confronted with disaster staring them in the face by adverse legislation.

INVESTMENT

The total investment in the grape growing industry of California, including vineyards and establishments for wine making and storage, grape-drying and shipping, is estimated at about $150,000,000, from which a gross yearly income of nearly $27,000,000 is derived.

ACREAGE

According to the closest estimates obtainable, there are nearly 340,000 acres in California devoted to grape cultivation. Of this acreage about one-half, or about 168,000 acres, is devoted to the growing of grapes exclusively in the making of wine. About 100,000 acres are taken up with grapes intended for raisin purposes, but a large portion of these grapes, especially the second crop, is sent to distilleries for the purposes of brandy making, Muscat-flavored brandy being consumed more largely than any other kind in the United States. A portion of the first crop Muscat grapes is made into a wine called "sweet Muscat" and also into fortified material for the making of Sherry. About 61,000 acres are devoted to table grapes, the greater part of which are packed in crates and shipped to the Eastern points of the United States.

ACRES OF GRAPE VINES GROWING IN SPRING OF 1912

COUNTIES:	TABLE		RAISIN		WINE	
	BEARING: ACRES	NON-BEARING ACRES	BEARING: ACRES	NON-BEARING ACRES	BEARING: ACRES	NON-BEARING ACRES
Alameda	1,250				1,000	
Alpine						
Amador	35				75	
Butte						
Calaveras	50	50	10	10	100	500
Coluza	1,400	600	3000	1,800	800	200
Contra Costa	1,280	860	35	10	5,360	630
Del Norte						
El Dorado	325		28		2,700	
Fresno	3,350	540	71420	5,650	20,040	3,070
Glenn	75	150				
Humboldt						
Imperial	1,750		250			
Inyo						
Kern	640					
Kings			13,225		201	
Lake	48				255	
Lassen						
Los Angeles	4,992		6,175		1,342	
Madera						
Marin					350	
Mariposa	25		15		50	
Mendocino						
Merced	535	400	595	275	2,260	585
Modoc						
Mono					2	
Monterey	80	30			10	
Napa					19,160	5,320
Nevada	225				565	
Orange			375		390	
Placer	1,900		40		2,450	
Plumas						
Riverside	380	90	350	40	2,125	65
Sacramento	7,300		300		14,900	
San Benito	25	25			175	
San Bernardino					12,236	
San Diego	744		2,987		466	
San Francisco						
San Joaquin	16,666	9,686			20,060	11,242
San Luis Obispo	100	200			600	750
San Mateo						
Santa Barbara						
Santa Clara	480	450			4,500	4,000
Santa Cruz	206				1,123	
Shasta	100		250		650	
Sierra						
Siskiyou						
Solano	700				3,500	200
Sonoma	498	6			16,610	215
Stanislaus	1,522	86	231	44	2,835	672
Sutter	269		2,098		341	
Tehama						
Tulare						
Tuolumne						
Ventura						
Yolo	800		1,000		1,000	
Yuba	50		75		200	
TOTALS	47,950	13,173	102,634	7,829	140,931	27,449

According to the quality of sugar retained by the arrest of fermentation, wines are divided into sweet and dry; according to color, into red and white, and according to quality of carbonic acid gas generated in fermentation and retained under pressure, into still and effervescing wines, such as champagne.

The quality of sugar contained in grapes used for wine making is influenced by many conditions, such as the variety of the grape, soil, climate, and the vicissitudes of the season, and will vary from 13 to 30 per cent. In fermentation, sugar is converted into alcohol, and for the sweet wines the grapes with the largest percentage of sugar are selected. Before enough of the sugar is fermented out to convert the juice into a drywine, grape brandy is added to give the requisite alcoholic strength and to arrest fermentation. Red wines are made from grapes with colored skins which are fermented with the juice and from which the alcohol formed by the fermentation of the sugar absorbes the coloring matter. White wines are usually made from distinct types of light-colored grapes fermented with out the skins.

THE VINTAGE SEASON

Grape crushing in California begins in the sweet wine districts about August 20th, continuing for wine and brandy making sometimes to the beginning of December if the weather is favorable, but generally ceasing about the middle of November. In the dry wine section the crushing begins the first week in September and continued vigorously until about October 15th, a few second crop grapes being crushed sometimes up to the first of November.

Wine making is conducted on a very large scale, especially in the sweet wine districts. The wineries are equiped for very rapid working up of grapes, some of them having a capacity of as high as 750 tons a day. On one winery in the vintage of 1911, there were crushed in a single season 26,500 tons of grapes, and wineries which crush upward of 10,000 tons in a season are not uncommon.

In the dry wine section the fermenting capacity of the wineries must necessarily be large on account of the shortness of the season, but as the vineyard holdings are more scattered and under smaller individual ownership it is the practice to divide the plants rather than have them under such large units as in the sweet wine districts.

TOTAL ANNUAL PRODUCTION OF DRY AND SWEET WINES

1891	19,983,274
1892	14,946,655
1893	24,652,480
1894	13,924,495
1895	17,942,600
1896	16,984,009
1897	16,386,339
1898	31,424,372
1899	18,979,031
1900	23,433,383
1901	22,177,560
1902	42,901,353
1903	34,559,747
1904	29,571,845
1905	31,161,198
1906	40,502,309
1907	42,457,572
1908	44,191,169
1909	48,268,025
1910	45,486,868
1911	44,850,167
1912	47,491,772

THE SWEET WINE SECTION

The sections producing Port, Sherry, Madeira, Angelica and other sweet wines are in the interior, where the climatic conditions and soil are such that the grapes ripen at a comparatively high sugar and low acid point. The principal counties are Yolo, Sacramento, San Joaquin, Madera, Fresno, Kings, Tulare, covering the great Sacramento and San Joaquin valleys and San Bernardino county.

The following varieties of grapes are used in the production of sweet wines:

Burger	Mission
Carignan	Mourisco
Cataratto	Muscat of various varieties
Feher Zagos	Pedro Ximenes
Folle Branche	Palomino
Furmint	Trousseau
Jusoglia	Tokay
Malvoisie	Sultana
Mataro	Verdelho
Malaga	Zinfandel

Several attempts had been made by various sweet wine interests to get legislation permitting the use of grape brandy for fortifying wines. Some efforts had been tried by a California delegation, headed by G. W. Wilson, who afterwards became Commissioner of Internal Revenue. He was the agent for the leading San Francisco merchants.

But nothing satisfactory was prepared until the State Viticultural Commission took charge of the matter and organized a National Viticultural Commission which held its convention in Washington, in the hall of the Agricultural building, under the personal auspices of Norman J. Coleman, who was the first secretary of Agriculture.

A lengthy bill was prepared, incorporating a sweet wine bill with the feature of protecting the manufacture of pure wines and providing for the use of free grape spirits for fortifying sweet wines. This was the first practical campaign for pure food legislation ever carried on in the United States and was the beginning of all the pure food bills which afterwards came up in an effort to purity all food products.

In other words, the California sweet wine men were the first to start the agitation for national legislation to control the production of manufacturers of food products for the purpose of protecting the consumer by seeing that the food products of this country were absolutely pure and if not so, that they had to be properly marked.

This first sweet wine bill drawn by the National Viticultural Association was presented to Congress by Wharton G. Green, a member of Congress from North Carolina, who himself owned a two hundred acre vineyard in his district and was a member of the National viticultiral convention.

The bill was introduced in 1868 early in the year and

was known as H.R. Bill #6534. It had been prepared with the aid of Commissioner Miller of the Internal Revenue Bureau and was vigorously opposed by Mr. Morrison, Chairman of the Ways and Means Committee and no report on the bill could be obtained.

The dairy interests adopted the part of the pure wine bill relating to internal revenue control of pure wine making only such changes as were absolutely necessary as to adapt it to butter and oleamargarine thus showing that it was California's pure wine bill that suggested the bill protecting the uses of pure butter against the artificial article.

This oleomargine bill was successful in passing and imediately following, the California delegates succeeded in inducing Senator Stanford to offer the entire Green bill in the State as an amendment to a pending revenue measure relating to the taxation of the fractional gallon of neutral spirits.

The Senate Finance Committee cut out the part relating to the control of the pure wines by taxation of imitation wines and reported favorably on the part now known as the sweet wine law which the Senate passed. The amended sweet wine billthen went back to the House and was not permitted by Mr. Morrison to come to a vote. It failed for the want of time and the closing of the session of Congress.

In 1890 this same perfected sweet wine law was again presented by Representative McKenna, of California, who was on the Ways amd Means Committee, with Mr. McKinley. It was incorporated in the latter's Tariff bill and became the sweet wine law. The provision allowing the use of free grape brandy spirits in fortifying sweet wines gave the internal revenue department the control of the making of pure sweet wines, which power will be lost if the present sweet wine law is repeated.

The sections of the McKinley bill, which are referred to as the sweet wine law, are #42,42, 44, 45, 46, 47, 48 and 29 of the act entitled: "an act to reduce revenue and equalize duties on imports and for other purposes, approved Octoberl, 1890.

In the year 1894, section 43 wasamended by action 68 of the act of August 28, 1894. The amendment at that time consisted in permitting the use of 10 per cent of sugar to grapes which were not sweet enough, especially in sections of New York State.

In 1906, the bill was again amended permitting the use of grape brandy distilled from fermented grape juice to which water may have been added during the fermentation for the sole purpose of facilitating the fermentation and economical distillation thereof. It was also provided in the amendment of 1906 for the use of pure sugar and for the use of water in wines to be fortified only as actually necessary in the mechanical operation of grape conveyers, crushers and machinery and that in any case, the amount of water should not exceed ten per cent.

The bill was amended in 1906, correcting technical points which were found necessary by the actual operation of the bill from the inexperience of the wine makers going up against obstacles which were thoroughly covered by the intent and purposes of the original sweet wine bill but were not technically so stated.

It was also further amended so that the sweet wine producers would reimbuse the government in its expense in furnishing gauges and keepers at winery necessary to control the production of pure sweet wine by a tax of three cents per proof gallon on the brandy used in fortifying.

Under the present rules and regulations of the Internal Revenue Department there is no incentive on the part of any one to manufacture an imitation sweet wine as it is cheaper to make a natural and pure article under present conditions than an imitation article. Therefore, the sweet wine bill has fulfilled every point which was proclaimed by the original gentleman who endorsed its passage in being a pure wine bill.

The quantity of sweet wine has increased during the twenty-three years from 1,083,000 gallons in 1891 to 23,467,444 in 1911.

Port and Sherry are the two leading wines, the former leading as a rule, but in some years the output of sherry comes to the fron t as in 1902 and 1903; in the latter year the output of sherry was the largest ever produced, amounting to upward of 8,230,000 gallons. Muscatel and Angelica are the next favorites, followed by Malage and Tokay.

Under the provisions of "an act to reduce revenue and equalize duties on imports, and for other purposes" approved October 1, 1890, provision was made for the fortification with grape brandy, free of tax of pure sweet wine, and of wine intended for exportation. Since that year, exact returns have been kept by the Internal Revenue Department of the quantity of the various kinds of wines produced, and the amount of brandy used for fortification.

FOR THE FISCAL YEAR ENDING JUNE 30TH

YEAR	ANGELICA	MALAGA	MUSCATEL	MADEIRA	PORT	SHERRY	SAUTERNE	SWEET CATAWBA	TOKAY	LAFRONTIGNAC	LENOR	MOSELLE	FRACTI GLS
1891	182,208	3,248	106,922	.....	663,668	124,837	.....	.....	2,391	.....	....	....	....
1892	379,964	62,000	145,735	.....	1,723,744	423,383	5,588	555	5,686	.....	....	....	....
1893	339,590	.....	353,299	.....	1,535,227	424,138	.....	226	.....	.....	....	....	....
1894	386,869	42,929	400,064	.....	2,808,832	1084,704	.....	.....	1,193	.....	....	....	3
1895	364,197	2,795	188,437	.....	2,309,702	1370,284	.....	.....	.....	6,133	949	....	3
1896	466,156	2,906	863,227	.....	2,613,734	2008,942	.....	.....	6,634	6,327	6,081	....	2
1897	330,032	.....	960,897	2,269	1,670,495	2372,197	.....	.....	974	9,020	.....	....	3
1898	748,686	11,614	721,556	.....	3,158,545	3053,164	.....	.....	11,772	.....	.....	....	2
1899	438,409	14,267	819,105	.....	3,441,592	2697,682	.....	.....	9,433	3,048	.....	....	4
1900	870,195	975	868,388	.....	3,949,631	2597,377	.....	.....	46,508	.....	.....	....	4
1901	548,095	.....	1,611,116	901	4,407,250	2597,377	.....	.....	12,819	.....	.....	....	2
1902	465,104	.....	1,909,485	.....	2,854,477	4069,538	.....	.....	2,749	.....	.....	.....	...
1903	887,238	.....	1,741,952	.....	5,171,103	8233,871	.....	.....	25,580	.....	.....	.....	3
1904	1,029,404	81,136	721,033	.....	7,630,881	4109,075	.....	.....	316	.....	.....	.....	...
1905	1,187,683	18,847	1,398,532	.....	5,530,300	5,011,744	.....	.....	14,080	.....	.....	.....	..2
1906	566,604	8,098	933,647	.....	5,322,203	4,648,305	.....	.....	23,448	.....	.....	.....	4
1907	1,009,600	11,899	1,484,447	.....	7,708,226	5,443,397	.....	.....	.....	.....	.....	.....	3
1908	1,513,534	216,390	2,449,211	13,316	6,015,052	6,267,323	.....	.....	12,400	.....	452	3,488	3
1909	949,540	73,518	2,242,412	51,716	5,859,630	5,189,598	.....	.....	31,607	.....	.....	.....	4
1910	1,361,290	81,175	1,767,387	2,785	9,051,017	5,690,080	.....	.....	133,132	.....	.....	.....	2
1911	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	157,062	.....	.....	.....	2

PRODUCTION OF SWEET WINE IN THE
SINCE 1890

VINTAGE	NEW YORK	NEW JERSEY	N.CAROLINA	CALIFORNIA	HAWAII	ALABAMA	N.MEXICO	MISSOURI	VIRGINIA	OHIO	TOTAL
1890				1,083,274							
1891				2,746,655							
1892				2,652,400							
1893				4,724,595							
1894				4,242,600							
1895				6,084,009							
1896				4,968,339							
1897				7,024,372							
1898				7,779,031							
1899				8,433,383							
1900				9,177,560							
1901				9,301,353							
1902				16,059,747							
1903				13,571,845							
1904	522,757	6,150	37,747	13,161,198				1,024	214,500	46,678	13,990,055
1905	477,235	6,126	49,719	11,502,309		1,088	2,212	1,425	37,505		13,077,573
1906	501,675	7,276	71,834	15,657,571	3,139		402				16,241,900
1907	547,748	10,872	52,509	16,491,169	17,222						17,119,261
1908	539,507		13,243	14,368,025	24,176	918					14,945,871
1909	572,049	13,610	37,512	18,086,868	39,843						19,012,897

VINTAGE	NEW YORK	NEW JERSEY	N.CAROLINA	CALIFORNIA	HAWAII	ALABAMA	N.MEXICO	MISSOURI	VIRGINIA	OHIO	TOTAL
1910	548,208	3,682	53,116	18,850,167	43,593						19,498,767
1911	595,009	11,186	54,102	23,467,444	70,884						24,198,626
1912				17,797,718							

BRANDY USED IN FORTIFYING WINES IN THE UNITED STATES
SINCE 1890
PROOF GALLONS

VINTAGE	NEW YORK	NEW JERSEY	N.CAROLINA	CALIFORNIA	HAWAII	VIRGINIA	ALABAMA	N.MEXICO	OHIO	MISSOURI	TOTAL
1890				193,557							
1891				695,844							
1892				617,593							
1893				1,112,794							
1894				1,018,483							
1895				1,484,887							
1896				1,174,466							
1897				1,688,949							
1898				1,860,720							
1899				2,063,033							
1900				2,220,659							
1901				2,292,721							
1902				4,011,865							
1903				3,329,804							
1904	131,438	714	2,308	3,260,421		24,249			11,374	272	
1905	115,119	729	4,374	2,998,998		3,368	258	530		369	
1906	120,535	876	6,500	3,962,352	423			85			
1907	140,193	1,427	5,567	4,233,977	3,706			712			
1908	129,453		1,354	3,678,376	4,764		179				
1909	139,240	1,632	4,570	4,702,864	8,214	31,924					
1910	133,392	459	5,834	4,951,640	10,190						
1911	1[illegible]3,422	1,329	7,820	6,152,531	16,598						
1912				4,684,842							

The sweet wine bill has at all times served its purpose as originally mapped out by the National Viticultural Commission and as claimed at that time by the delegations from California and elsewhere supporting its passage in that it has at all times protected its feature as a pure sweet wine bill because all sweet wine manufactured under the sweet wine la- is under the direct control of the Treasury Department through the collectors of Internal Revenue, their deputies and gauges from the very moment the grape is received on the winery premises.

The grapes are crushed under the supervision of the United States gaugers and fermented in vats under the supervision of the United States gaugers and the wines are pumped into the vats in the rooms especially set aside for the use and purpose of fortifying wines directly under the supervision of the gauger in charge and in those rooms the alcohol is added directly under the supervision of the gauger and the brandy used in the fortification of those wines is grape brandy only, and the very fact that sweet wine makers who are distillers also are the only ones who have the right to fortify wines, makes it impossible for indiscriminate parties to try and purchase other spirits making up concoctions which might be outside of the ~~xxxxxx~~ working of the law.

We have shown that the entire processes of the manufacture of sweet wines and the processes of the distillation of the grape brandy is at all times and during every moment of its manufacture under the direct supervision of the United States Treasury Department and its officials and therefore the assurance against producing any spurious or imitation wines under the sweet wine law is absolute.

June 30, 1913

Hon. E. A. Hayes,

House of Representatives,

Washington, D. C.

Dear Sir:

Replying to your letter of the 25th; it has been fully established that the price of $10 per ton for grapes in the sweet wine districts of California gives a return to the producer equal to the interest on his investment and a consideration for his labor without encouraging the further planting of grapes by abnormal profits.

It has also been fully established that with the price of grapes at $10 delivered to the wineries that brandy can be produced for 35 cents per proof gallon, allowing the winery interest on its investment and depreciation of its plant. To this is added or substracted two and one-half cents per gallon of brandy for each one dollar more or less paid by the winery to the grower for his grapes. This is known as the Kirby scale, having been established by the Kirbys, one of our oldest distillers, This is based upon grapes containing 24 per cent sugar producing 40 proof gallons of brandy per ton.

It has also been established that on $10 grapes, Port wine of a commercial standard can be produced at the winery for 20 cents a gallon, allowing the winemaker interest on his plant, depreciation and a fair compensation for the operation thereof. But to this price must be added to the cost of assembling these wines in California at the concentrating cellars where blends can be made to conform with the standards in the different cetions of the country

and abroad, the care of these wines and the aging and the cost of maintaining agencies in the various parts of the country and commissions in selling. We find that the average price of wines sold under these conditions to the trade with these figures added has for the past five years averaged 29½ cents per gallon, naked, f.o.b. California. That the profits derived therefrom have not been exorbitant is readily appreciated when you consider that as a matter of fact the stocks of our leading and greatest wine houses have actually depreciated 50 per cent since the earthquake and fire of 1906 and that some of them have not even as yet been able to recuperate themselves sufficiently to commence paying dividends.

Very truly yours,

GRAPE GROWERS' ASSOCIATION OF CALIFORNIA,

Signed H. F. Stoll,

Secretary

HOW THE SWEET WINE LAW LOOKED IN 1886

New York, March 31, 1886

Hon. Wharton G. Green,

House of Representatives,

Washington, D. C.

Dear Sir:

I have the honor to acknowledge the receipt of your communication of the 29th instant in which you state that the Commissioner of Internal Revenue has taken a stand in opposition to the bill (H.R.No.6534) "defining pure wines", etc. introduced in the House by you. This is an unanticipated mishap and disappointment to the friends of the bill here, the more so, since it was an understanding with Mr. Wetmore of the California Viticultural Commission, who was the originator of the bill, that it was matured and finally revised by the Commissioner himself and had his approval and sanction in the form in which it was offered to you.

The purpose of this bill was to define pure wines and to draw such a distinction between them and fabricated falsified or adulterated wines as would enable the general consumer to recognize such distinction in purchasing them for consumption. That the men engaged in the manufacture of artificial wines or in extending true ports and clarets by the addition of cherry juice, or making alleged wines from pomace already exhausted by repeated pressings should oppose the bill was anticipated as a matter of course; like the bunco men and the sawdust swindler and all others trading on the ignorance and gullibility of the public they only desire to be "let alone". But that the Honorable Commissioner should have deserted us, after having given every assurance of his good will and desire to aid in securing the passage of the bill, is truly a misfortune, not to say disaster; and places upon its friends the duty of inquiring very carefully as to h is reasons for such a remarkable change of mind.

You say that he alleges, as the reasons for this change of front, "that the cost of preparing stamps in suitable quantity is estimated at $200,000" and that "the difficulty and annoyance to the Internal Revenue Officers, especially gaugers," etc., would be intolerable, and that "the monies collected would probably fall short of the total expense incurred in enforcing the law". I suppose it is all proper enough that the Honorable Commissioner, being a revenue officer, should look upon the matter from a financial standpoint and to conform his conduct to the situation presented under that view.

But I deny that it is a financial question in its essential features; it relates to the public health and the physical development of the people; our contention is that the connection of compounds made from grapes and in accordance with legitimate methods and which are offered to the public as substitutes for or imitations of grape wines and liquors is an assault upon the public health and physical development of the race, is dangerous to the public weal and of itself constitutes a sufficient basis for legislation to suppress or to restrict it within safe limits. We contend further that the evils of intemperance arise wholly in connection with and from the use of impure, adulterated or artificial vinous or spirituous liquors, This throws an unjust and purely exotic odium upon the manufacture of the genuine articles and constitutes the basis of the mischievous and often exasperating crusade of one element of communities against another, resulting in great confusion and disorder hurtful to the material growth and moral development of the people. What does $200,000 weigh compared to such considerations as these.

We demand that it should be considered in its industrial as well as in its sanitary and moral aspects. Considered from this point of view it affects the entire body of the five millions of farmers of the country and the twenty millions more or less dependent upon them. The Creator in His infinite wisdom has seen fit to give us a magnificent domain and among the many products of the soil in hill and valley, by the river

and upon the hillsides. He has planted the grape as one of the noblest and most health-giving and life-supporting of them all.

Nature stands with the farmer as sponsor of this God-given fruit as his enterprising hand transplants it from its wild haunts to his gardens and vineyards; it is food if he is hungry, it is blood if he is feeble, it is medicine if he is sick, it is milk for his babes and honest reward for his honest toil. Who will say that he is not entitled to protection in the use of his property, even by the strong hand of the law if need be? Who will dare stand between it and the vile and greedy hord who come with their chemicals and kettles and poisons to offer their abominable substitutes for his noble and healthful products, and say that they shall "be let alone" because forsooth, it may cost a few thousands to blot them out? Again I ask what is $200,000 when weighed with such considerations.

Now as to the magnitude of the industry affected by this law and the number of citizens directly or indirectly concerned in it, I desire to say a word. To-day 300,000 acres of budding wines are waiting for the sun and showers of spring time to put forth their luscious clusters. These acres will produce on an acearage, east and west, not less than eight tons, or 16,000 pounds of grapes per acre, or 4,800,000 pounds in all. At three cents per pound (a low estimate) a single full crop would be worth $144,000,000. We must not lose sight of the fact that this acearage is increasing at the rate of 100 per cent every four, and in some parts of the country, every three years.

The amount of wine produced has been in the neighborhood of 25 millions to 35 millions gallons and a good crop next year would yield 60,000,000 gallons. The Honorable Commissioner can inform you how much Brandy is made, but I presume not less than 1,500,000 gallons in all, upon which the government received a tax of 90 cents a gallon, amounting to the handsome figure of $1,350,000.

The number of persons ~~idrs~~ directly engaged in the cultivation of the grape may be said to be the entire body of

5,000,000 farmers, for nearly all have one or more wines and running from one vine up to 4,000 acres (as in the case of one United States Senator) and their dependents and employees, not including many thousands of men employed on the railroads and steamboats in transporting the produce to market. The taxes, state and national, paid by this great body of industrious citizens amounts to a great many millions of dollars.

The gross amount invested in grape culture is not less than $100,000,000 and may be easily twice that sum. Nowthen, all this vast number of people paying millions of taxes upon their hundred millions invested, and representing the bone and sinew as well as the capital of the nation, come here to the doors of Congress and demand that a few dollars of the millions they pay shall be used to protect their property and industry from the blighting influence of the adulterator and fabricator who out of a wicked and baleful imagination evoke would substitute for the products of their honest toil. Sixty million citizens come to your doors and demand that they shall be allowed to enjoy the pure products of our vineyards and that some safe guard be thrown around them whereby they may be distinguished from the poisonous substitutes of the fabricator. Suppose it does cost $200,000, what of it? What is a million when weighed against such considerations as these? Will the government stop to count the cost of rifles and cannon when an invading army is thundering at its ports? Will the commonwealth stop to count the trial and conviction, while murderers and burglars are at large, before arresting them? Shall we count the cost of a hen-coop when our friend is drowning? If not then, why should a noble industry be hamstrung that a score of greedy merchants may pile up their guilt-stained millions?

There is a principle at stake here and the government is called upon to interpret its policy in reference thereto. If a dishonest and greedy cabal of capitalists can combine and establish a wholesale system of adulterations and imitations in respect to wines and spirits, and palm off on consumers as

wine substances that are not wines, concoctions of chemicals poisonous and injurious to public health, as substitutes for the product of the grape, so may the same fraud be practiced in respect to wheat or corn or potatoes or any other article of diet or drink produced from the soil. So that the whole body of the farmers are concerned in this matter, I therefore say to your committee that if we are denied the measure of justice needful for the protection of our interests in this behalf the five millions of farmers will rise up and ask why it shall not be given. Sixty million people will rise up and ask what government is for if not to protect them from assaults upon public health and morals and from the deception, fraud and devices of rogues and rascals? This $200,000 (and a million if need be) is their money put into the hands of the government to afford the means to protect them from foreign and domestic enemies; from conspiracies against their peace, honor and property. There never was an instance where protection was more needed than in the case now under consideration. If it is denied or withheld there will be a racket up and down the land that will be heard in the halls of Congress and in the cabinet, and it will be so loud and long that its echoes will reach the next Congress.

But is the estimate of the Honorable Commissioner quite correct? It strikes me that $200,000 will pay for a very large amount of stamps; if one-tenth part were used and the tax collected thereon I believe it would reach to millions of dollars. I would undertake to supply all the government will use of $75,000 for the first and $25,000 for the second year and I will give bonds to execute the contract satisfactorily. But let it be understood that the government is not looking for revenue in this matter; the law is asked for on public grounds and in behalf of the public weal and for the conservation of one of the great industrial interests and no penny-wise and pound-foolish-policy should be permitted to prevail. Let justice be done even if it does cost $200,000.

It now becomes my duty to call your attention and the attention of your sub-committee to a phase of this question that I had hoped might be passed in silence. Regard for the good repute of American wines for purity and for the material interests of those who are upholding the high standard of quality which they enjoy with the general public, would seem to prompt a good deal of caution in dealing with this question of adulteration and falsification; and the friends of the bill would not be justified in making a complete expose of the methods of those engaged in this disreputable business unless the gauge of battle were thrown in our faces. Unfortunately such is the case in this instance and we shall accept the challenge.

Before proceeding with the expose I will say a word in behalf of the great body of American wine makers, and it is with pride and pleasure that I state what I know to be true of them, that with few exceptions they are men who are sincerely devoted to their calling and pursue it with a patriotic devotion and honest purpose that is worthy of the honest praise; they number within their ranks many of the noblest and best men who live on this continent, men whose lives and works will be an honor to the age in which they live. It is also true that the great bulk of wines in this country are pure and wholesome products and such as are fully entitled to the esteem in which they are held; and further than this the public may reply with safety upon the maintenance of the high standard in quality and purity in the future.

But what shall I say of the counterfeiters who are striving to supplant those pure wines with their poisonous compounds made with few or not any grapes? These men may be divided into two classes, the first represent large capital (for humbug pays) and assume and claim to deal in straight grape wines and demand recognition as honest dealers in honest goods. The second is composed of the scum of humanity, who are simply "crooks", and who make no pretense that their goods are straight or that they are made from grapes, but sell them

bodily without let or hindrance as imitation wines, made by compounding chemicals, drugs and spirits. The first is the most dangerous of the two classes, for their dishonest practices are carried on under the mask of respectability.

Both are combined against this bill. They are partners in the fraud against the consumer and exchange goods one with another and aid and abet each other and naturally appear together here in the capital to cry down our measure as a "piece of extravagance only calculated to ves the Revenue Officers and inflict useless expense upon the xxxx government". They are stealing about Washington in their stocking feet; their whisperings are heard in the corridors of the capital and in the anti-chamber of cabinet officers, falsely claiming to represent the domestic wine interest, They assert that the "public are not asking any protection against adulterated beverages", that the "American wine trade in flouishing and needs not legislation", that "the demand is fully up to the supply". In short they simply wish to be left alone; they dread the presence of an officer of the government in their cellars; they shun investigations; they dread the light. As the burglar dreads the policeman's hand, as the murdered dreads the hangman's noose so do these cormorants dread the hot damnation of public opinion that would wither their nefarious business as with fire, were it only once thoroughly exposed. The friend of true wines and honest dealing regard their presence there in Washington as a menace and challenge and we propose to strip off their mask and show you who they are and what they represent, even at the risk of shaking up our own interests for the time being. The time has come to draw the line, to separate the sheep from the goats. Your committee shall know and the public shall know who and what these men represent who are making these false assertions in the ears of congressmen and cabinet officers and before your committee. Do you wish their photograph? I will give it to you. The band is composed of a few "patriots" from Ohio and a few from New York, a few from California, and, I am sorry to say, a

a sprinkling of saints from New England and Jerusalem, who constitute the first class heretofore named. Some of these are engaged in making "pomace wine", viz, they use the pomace over and over again, adding sugar, water and corn spirits each time, so that as a matter of fact the use of any grapes at all is a mere blind behind which they carry on the manufacture of spurious so-called wines, more injurious to the health of the consumer then the commonest whiskey. The Cherry and Prune Juice men make up the rest of this worthy crowd; these claim to be handling California wines; the claim is in reality a blind behind which with a few gallons of California Ports or Clarets they stretch highly colored and alcoholized Cherry or Prune Juice out into any required quantity of cheap and poisonous compounds. Glucose, Salicylic Acid, common high wines, potato and beet root spirit and other deleterious matters enter into the make up of these abominations.

The other class is made up of the scum and crooks of the cities, the swadust swindlers and gamblers, who differ from the first class only is the fact that they make no pretentions of dealing in grape wines but brazenly declare their shame by offering their productions as imitation or artificial wines, made on a "formula" from chemicals, spirits, sugar and water. The factories (brick vineyards) of these fine fellows are to be found only in large cities and their products are consumed mostly in the slums, None but ignorance or dishonest merchants and druggists buy them. If their composition were to be printed upon the package in which they are sold it would make the consumer turn pale to read it; they are down right poisons!

There is the description list of the men who come to you in their stocking feet and ask you to shelve our bill and "let them alone". These are the men who tell you that "the dear public is not asking any protection on sanitary or any other grounds". And there is the description of the "wines" which these men are putting in competition with the products

of American vineyards and which they ask the dear public to swallow in exchange for its bank bills. These "wines" may be sold at a profit at from 20 cents to 50 cents per gallon and at one hundred per cent profit if sold at one half the market price of pure wines.

Does your committee see no evil or danger to legitimate industries here? If there no menace to the public weal in this condition of facts? Shall it be said that the government cannot stretch its hand to uphold and honest and noble government and shall not lay its strong hand upon the malifactors who threaten its welfare? Shall it be said that these mecenaries may turn their sluices of poison upon the markets for unway consumers to buy and drink, branded and marked as true wines and without anything to distinguish them from the real wines, and that the government has no power to stay it?

We deny each and all these porportions, and insist that the government has the power and it is its plain duty to do just what we ask you in our bill. If it is crude or imperfect amend it, but we ask its prompt passage in some form, and thus give the public the protection against unwholesome beverages which it has a right to expect, and relieve American Viticulture from a disgraceful and ruincus competition with the foul products of this cabal of commercial brigands.

Very resply.,

B. F. CLAYTON

We concur in the above

Geo. E. Dewey

C. G. Frash

W. T. MATTINGLY,
Insurance, Lands,
Loans

Fresno, Cal. 27th June, 1913

Grape Growers Ass'n.,
San Francisco, Calif.

Dear Sirs:

In view of the proposed action of the Senate Finance Committee in substituting a tax of $1.10 on brandy used in forticiation of sweet wines instead of 3c. as at present, I feel compelled to write you a few lines urging you to every possible effort in opposition to this proposal.

I am owner of a thirty acre vineyard planted to Feher Zagos. To put out this vineyard cost me $300 per acre and the value of raw land in much more than when I started to improve this place.

I estimate this year a crop of five tons of grapes per acre, which would bring in $10 per ton, or $1,500 for the thirty acres. Out of this sum must be deducted the cost of production, taxes, etc.

In the event of this amendment being carried it would be impossible for me to sell my grapes, as they are used exclusively for the manufacture of sweet wines, and the value of my vineyard would be reduced to less than raw land value inasmuch as I would have to bear the expense of grubbing the vines.

Senator Pomerene's contention that this increase in tax to $1.10 would produce $7000,000 additional revenue is a pure fallicy, as the destruction of the industry would kill the source from which it is proposed to derive the revenue.

Anything I can do to assist you command me. I am a life Democrat and have always taken an active interest in the success of my party and have been identified with it from my early days. Only a few years ago it was a vigorous action on the part of the Democrats in Congress to prevent the same tax being placed on sweet wine by the Republican Government.

I am talking advisedly in this matter. I am one of the pioneers of Fresno county, and have taken an active interest inall things pertaining to the development of the San Joaquin Valley. I am a member of the Executive Committee and for many years was president of the Fresno Chamber of Commerce. I am also an active member of the San Joaquin Valley Commercial Association and vice-president of the Fresno Farmers Union, and I know that this imposition now proposed on the sweet wine industry will spell ruin to the grower and destruction of his vineyard.

Yours truly,

(signed) W. T. MATTINGLY

Dis. WTM.

BALFOUR, GUTHRIE & CO.

San Francisco

HECTOR BURNESS, AGENT

Fresno, Cal. June 27,1913

Grape Growers Association,

San Francisco, Cal.

Dear Sirs:

As requested I hand you herewith table showing the average cost of planting and cultivating a wine grape vineyard for first four years. The cost of land is based at $150 per acre which would be a fair average vineyard land, leveled and ready for planting.

1st year - Cost of land per acre		$150	
Vines @ $12.00 per M.	7.68		
Planting vines	6.00		
Plowing, cultivating, irrig.	12.50		
Interest 8% 14.05 taxes 3.	17.05	43.26	193.26
2nd year - Pruning, plowing, cultivating and irrigating	15.		
Interest 8% 17.20 taxes 2% 3	20.20	35.20	228.46
3rd year - Pruning, plowing, cultivating and irrigating	17.50		
Int. 18.28 - taxes 4.56	22.84	40.34	268.80
(average yield 2 ton per acre)			
4th year - Pruning, plowing, cultivating and irrigating	20.		
Int. 2150-taxes 5.3%	26.87	46.87	315.67

There is nothing included in the above in the shape of buildings, implements or stock, the figures are based on what the work could reasonably be contracted for.

At the end of three years the average vineyard should ~~xxixx~~ yield 2 tons of green grapes per acre, at end of four years, 4 tons per acre.

The foregoing estimate is a fair average of the cost of setting out and taking care of a vineyard until the end of four years, 4 tons per acre.

The foregoing estimate is a fair average of the cost of setting out and taking care of a vineyard until end of four years, and is given at your request to show the loss there would be to the industry in the event of unfavorable tariff legislation.

Very truly yours,

HECTOR BURNESS.

BONNER PACKING CO.

Packers of California Raisins

Fresno, Cal. June 27, 1913

Grape Growers Association,

San Francisco, Cal.

Gentlemen:

Replying to your inquiry relative to cost of planting and caring for wine grape vineyard up to the time same comes into bearing will say that in previous years I have had some little experience, the results of which enable me to give you reasonably close figures based upon the cost of doing the work on present scale of wages, as follows:

Cost of Land	150.
Cost of roots planting and care first year	25.
Interest and taxes first year	14.
Total cost at the end of first year	$189.
Second year cost and care incl.stakes	15.
Interest and taxes second year	16.32
Total cost at end of second year	$220.32
Third year cost of pruning and care of Vyd	12.50
Interest and taxes third year	18.62
Total cost at end of third year	$251.44

The above of course only represents actual labor and no investment of tools, implements, stock, etc.

I understand that the inquiry is made for the purpose of making representation as to the loss to the growers in the event of total destruction of the wine grape industry; this of course will be represented between the difference in the value of the land and the value of the vineyard above ascertained. If we figure as we have above the original cost of the land at $150. per acre we may reasonably assume that after the destruction of an industry representing thousands of acres in this State there would be

a marked depreciation in the original value of the land; from $25 to $50 per acre. The loss to the growers of wine grapes should they be uprooted in this State would surely be represented by $135 to $150 per acre.

Trusting that the above figures may be of some value to you, I am

Yours very truly,

CHAS. G. BONNER

San Francisco, Calif. June 30, 1913

Grape Growers' Association of California,
45 Kearny Street,
San Francisco, Cal.

Gentlemen:

It grieves me very much to see the movement in Congress that $1.10 tax is proposed to be placed on grape brandy used in the fortification of sweet wines. This would be a sad blow indeed not only to the sweet wine industry, which would be practically ruined, but to the great Viticultural Industry of our State.

If the wine industry of California would be fostered as it is in France, and as it should be here, that industry would soon become the greatest asset of California. This State could produce just as much and as fine wines as France produces to-day from which it derives over $300,000,000 income per annum, thus opening up our sparsely settled lands, creating new towns and cities, and giving employment to millions of farmers.

I do sincerely hope that our lawmakers in Washington will seriously consider the evil effect of this proposed bill, before giving it their approval.

Respectfully yours,

ITALIAN AMERICAN BANK

A. Sbarboro,

President

HOW THE RAISIN INDUSTRY WILL BE AFFECTED

Next to the citrus fruits, raisins are the most important single fruit crop of the State of California. The commercial production of raisins in this State began in the '80s, and one of our great agricultural achievements was the capture of virtually the entire American market within less than twenty years, and the production of over half the Muscat raisins of the world. The raisin industry is concentrated in a few districts. Four-fifths of the crop is grown within twenty-five miles of Fresno, which is the great raisin center. Thirteen years ago 71,567,000 pounds were produced in California. Today our output has nearly doubled. The second crop Muscats are usually sold to the wineries for use in making fortifying material, as they mature too late to dry on the trays before the rains set in. So it will be seen that if the production and sale of sweet wines are decreased by a prohibition tax a heavy blow will be dealt both to the growers of table and of raisin grapes. The interests of the three classes of vineyardists are tied together.

CALIFORNIA ASSOCIATED RAISIN COMPANY

Fresno, California

June 27, 1913

Grape Growers' Association of California,

San Francisco, California.

Gentlemen:

If there is anything that this organization can do to assist you in the matter of defeating the proposed amendment of the revenue tax on brandy that you use for fortifying, we beg to tender you our assistance and influence if you will command us. We realize the bad effect it will have on the raisin industry as there is a large quantity of grapes that are now used for brandy purposes that will then be turned into raisins, increasing the quantity of raisins to such an extent that no reasonable price can be obtained for same. This cannot be under estimated by us and therefore we are extremely anxious about all of this tariff legislation against you on the brandy question and us on the Zante currants. If these two bills pass, it will, as you know, cause a great deal of distress and loss to thousands of people throughout the state.

Therefore if you can in any way suggest what we may be able to do to assist you in defeating the proposed change in the revenue bill we will be more than pleased to act on any suggestion you may make.

Very truly yours,

CALIFORNIA ASSOCIATED RAISIN CO.

James Madison.

HOW TABLE GRAPE GROWERS WOULD SUFFER

Assuming an average crop of five tons to the acre, this would mean that to-day we are producing about 250,000 tons of table grapes, or the equivalent of about 20,000 carloads, if all were harvested and packed.

Last fall about 5,500 carloads were shipped East, and perhaps 700 carloads to 1,000 carloads consumed in California, accounting for about a total of 7,500 carloads. The other 12,500 carloads went to the wineries, for the table grape business is a little brother to the wine grape business. While at first sight it might appear to be independent of it, anybody can see that if the wineries did not consume the great surplus of lower grade table grapes for the mak ing of fortifying material these grapes would be forced into the table grape markets with the result that there would be such an overproduction of table grapes that the vineyardists would have to let their crop rot on the vines or feed it to the hogs.

The production of brandy during the last twenty years has also greatly increased; in 1891, the quantity amounted to 1,474,867 gallons; and in 1911 to 7,316,488 gallons, considerably more than one-half of this is used for fortifying the sweet wines, the amount used for this purpose in 1911 amounting to 4,951,640 gallons.

BRANDY PRODUCTION

(For fiscal year ending June 30th)

YEAR	PRODUCED	USED FOR FORTIFICATION OF SWEET WINES
1891	1,474,876	193,557
1892	2,197,613	696,844
1893	1,642,284	617,593
1894	2,256,607	1,112,794
1895	1,677,082	1,018,483
1896	2,066,404	1,484,887
1897	1,439,285	1,174,466
1898	2,382,241	1,688,949
1899	2,775,164	1,860,721
1900	3,060,078	2,063,033
1901	3,194,544	2,220,659
1902	3,464,391	2,292,721
1903	5,614,215	4,011,865
1904	4,451,928	3,329,804
1905	4,602,133	3,260,421
1906	3,864,080	2,998,998
1907	5,367,489	3,962,352
1908		4,233,977
1909		3,678,376
1910		4,702,863
1911		4,951,640

THE DRY WINE SECTION

The counties of California which grow grapes that produce wines analagous to the Claret, Cabernet, Chablis, Chianti, Riesling and Sauterne types are all contiguous to the bay of San Francisco, where by reason of the influence of the sea fogs the temperature is modified and the grapes ripen at a low point of sugar and high acidity suitable for the advantageous fermentation of choice dry wines. They include Mendocino, Sonoma, Lake, Napa, Solano, Alameda, Contra Costa, Santa Clara, Santa Cruz and San Benito counties.

The following varieties of grapes are used in the making of dry wines:

FOR RED WINES

Aleatico	Grand Noir de la Calmette
Alicante Bouschet	Grenache
Aramon	Mataro
Barbara	Malbec
Beclan	Merlot
Bonarda	Meunier
Cabernet Franc	Mondeuse
Cabernet Sauvignon	Mourastel
Canajola	Nebiolo
Carignan	Petite Bouschet
Charbono	Petite Syrrah
Chauche Noir	Pineau Noir
Chianti	San Giovese
Cinsaut	St. Macaire
Franc Pineau	Verdot
Freisa	Zinfandel

FOR WHITE WINES

Burger	Muscadelle de Bordelais
Chasselas	Petite Pineau
Colombar	Sauvignon Vert
Folle Blanche	Sauvignon Blanc
Franken Riesling	Semillon
Gray Riesling	Traminer
Green Hungarian	Verdal
Gutedel	Johannisberg Riesling

DRY WINE PRODUCTION

1891	18,900,000
1892	12,200,000
1893	22,000,000
1894	9,200,000
1895	13,700,000
1896	10,900,000
1897	11,400,000
1898	24,400,000
1899	11,200,000
1900	15,000,000
1901	13,000,000
1902	33,600,000
1903	18,500,000
1904	16,000,000
1905	18,000,000
1906	29,000,000
1907	26,800,000
1908	27,700,000
1909	33,900,000
1910	27,400,000
1911	26,000,000
1912	25,000,000

E M P L O Y M E N T

Besides those employed in marketing and distributing our wines, raisins and table grapes, over 60,000 grape growers, wine makers, packers and other people are dependent on the viticultural industry of California, and one of the most serious difficulties which we must overcome if we hope to compete successfully with France, Italy, Germany, Spain and Portugal in the wine market of the world is the labor problem. Last fall pickers were at a premium in the vineyards, and as a result prohibitive prices had to be paid to the Japanese, Hindoos and other available help that could be pressed into service.

But with the opening of the Panama Canal it is expected that the influx of immigrants from southern Europe will help adjust this vexing problem. These thrifty vineyardists and fruit growers of Southern Europe who will flock to the Pacific Slope must not be confused with the ordinary immigrant who lands in New York and stays there. They are sons of the soil and are perhaps the most skilled farmers in the world, for they are able to wrest a living from an acre of ground for several families. They watch the soil as a woman does her rising bread.

Such immigrants are very desirable to California, since they will not remain in our cities but will immediately hie themselves to the farm and ranch lands, where they will become producers of wealth for themselves and the State.

In their own countries, wherever grapes are grown, these people are temperate users of claret and white wine at their meals, consuming an average of about a pint bottle a day, or not less than thirty gallons a year. If in California these people are permitted to maintain their old country custom, the half million that may be expected in the next ten years would make a home market for 15,000,000 gallons

of wine annually. This would be enough to take care of any over-production, would put the wine grape industry on a secure and profitable basis for years to come, and would utilize our surplus raisin and table grapes.

WINE PRODUCTION IN OTHER STATES

Almost all the sweet wine and grap brandy produced in the United States is made in California, which, in the season of 1910-11, produced 18,850,167 gallons of wine, compared with 605,004 gallons made in the only other three states producing sweet wines. The quantity and varieties of wines were as follows:

	NEW JERSEY	NEW YORK	NORTH CAROLINA
	Gallons	Gallons	Gallons
Port	1,798	216,563	
Sherry		5,420	
Sweet Catawba	1,884	326,223	
Scuppernong			53,116
TOTALS	3,682	548,206	53,116

PROMOTION AND ENCOURAGEMENT OF THE VITICULTURAL INDUSTRIES OF CALIFORNIA BY THE STATE GOVERNMENT.

By Frederic T. Bioletti,
Prof. of Viticulture and Enology,
University of California.

The favorable attitude of the State Government towards the growing of grapes in California and to related and dependant industries is proved by a long series of legislative acts.

The first of these of importance was passed by the Legislature in 1861 which authorized the Governor to appoint a "Commissioner upon ways and means to promote the improvement and growth of grapes in California."

In accordance with this act the Governor appointed Col. A. Haraszthy to visit and study the chief grape growing regions of Europe. Col. Haraszthy imported 1,400 varieties of vines and published a voluminous report on "Grape Culture, Wines and Wine-making."

The interest thus stimulated in Viticulture resulted in much planting of vines and building of cellars so that in 1880 the industry had reached such proportions that the Legislature passed another important act entitled "An Act for the Promotion of the Viticultural Industries of the State."

This act established a Viticultural Commission of nine members representing all sections of the State whose duties were to "Adopt such measures as may best promote the progress of the Viticultural Industries of the State" and to "Disseminate useful knowledge of Viticulture" by means of reports, lectures and conventions.

It also directed the Board of Regents of the University of California to "Provide special instruction in the arts and sciences pertaining to viticulture," to carry out investigations and experiments and to publish the results.

Later, various other acts were passed enlarging the

duties of the Viticultural Commission and making increased appropriations for the purpose. The result of the activities of this Commission are shown in a long series of reports and pamphlets which contributed in no small measure to the extension and improvement of the vineyards and wineries of the State.

The Legislature of 1894 transferred the duties of the State Viticultural Commission to the Agricultural College of the University of California which has fulfilled them since. Various special acts of the Legislature have been passed since.

Various special acts of the Legislature have been passed since that time enlarging the viticultural work of the College and increasing the appropriation therefore. The last of these acts were passed in 1909.

The Viticultural work of the College has since 1900, been confided to a special division of the Agricultural College. It has consisted of instruction by means of courses to regular and special students at Berkeley in grape-growing, vine-making and technical zymology; courses to farm students at Davis; short courses to grape-growers at Davis; special lectures and demonstrations at Farmers' Institutes and in grape-growing sections; examination of specimens sent to the College and advice given by correspondence and by personal visits to vineyards and cellars. Viticultural and Enological investigation has been carried out at experiment vineyards in many sections of the State notably at Davis, Kearney and Imperial and in Santa Clara, Alameda, Fresno, Tulare, Amador and Riverside counties. Laboratories for the same purpose are established at Berkeley and Davis.

The result of these investigations have been made public by a series of several hundred reports, bulletins, circulars and magazine articles.

Finally the Legislature in 1913 while continuing the financial support of the Viticultural Division of the College of Agriculture has established a new Viticultural Commission

with duties modified by the present needs and development of the industry.

TARIFFS AND LAWS RELATING TO FORTIFYING

WINES IN VARIOUS COUNTRIES

UNITED STATES

Duties on wines imported below 14% alcohol	45¢ per gallon
Duties on wines imported bet. 14% & 25% alc.	60¢ per gallon
Brandy used in fortifying vines within U.S.	3¢ per proof gallon

GREAT BRITAIN

CANADA

FRANCE

ARGENTINE REPUBLIC

ITALY

CHILI

GREECE

RUSSIA

SPAIN

PORTUGAL

AUSTRIA HUNGARY

GERMANY

BULGARIA

SERVIA

DUTY ON IMPORTED WINES

1789 Madeira 18 ¢ per gallon; all other wines 10¢

1790 London Madeira 35¢; other Madeira 30¢; Sherry 25¢; other wines 20¢ per gallon

1792 Various rates

1795 Malaga 20¢; Burgundy and Champagne 40¢ per gallon.

1800 Various rates

1804 Sicily wines 30¢ per gallon

1816 Various rates

1832 Various rates

1836 Duty on wines reduced one half

1842 Various rates

1846 Various rates

1861 (August) 50 per cent ad valorem on all kinds

1862 Ad valorem duty on bottles at same rate as on wines

1864 Various rates

1870 Various rates

1883 Various rates

1890 Various rates

1894 Wines containg more than 24 per cent alcohol to be classed as spirits and charged accordingly. Previous to this year such wines were fortified to the United States

1897 Champagne and sparkling wines $8.00 per dozen quarts; $4.00 per dozen pints. Half pints $2.00 per dozen. Bottles containing more than one quart to pay at the rate of $2.50 per gallon on the excess. Still wines in cask, if containing 14 per cent orless of alcohol, 40 cents per gallon; above 14 per cent 50 cents per gallon. In bottles per cas of one dozen quarts, or two dozen pints, $1.60 per case; bottles containing more, 5 cents per pint on the excess. Wine containing more than 24 per cent of alcohol is classed as spirits and charged accordingly.

1909 Champagne and sparkling wines $9.60 per dozen quarts, $4.80 per dozen pints. Half pints $2.40 per dozen. Bottles containing more than one quart to pay at the rate of $3.00 per gallon on the excess. Still wines in casks, if containing 14 per cent or less of alcohol, 45 cents per gallon; above 14 per cent 60 cents per gallon. In bottles, per case of one dozen quarts, or two dozen pint bottles, $1.85 per case.

Bottles containing more than the above 6 cents per pint on the excess.